

Message Text

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PAGE 01 PEKING 02319 311010Z
ACTION EA-12

INFO OCT-01 NEA-10 ISO-00 EB-08 COME-00 TRSE-00 INT-05
DOE-15 SOE-02 STR-07 CIAE-00 INR-10 NSAE-00 ICA-11
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R 310819Z JUL 78
FM USLO PEKING
TO SECSTATE WASHDC 1511
INFO AMCONSUL HONG KONG
AMEMBASSY NEW DELHI

C O N F I D E N T I A L PEKING 2319

E.O. 11652: GDS
TAGS: ETRD, CH, IN
SUBJ: RECENT DEVELOPMENTS IN SINO-INDIAN TRADE

REF: NEW DELHI A-50

1. ACCORDING TO INDIAN EMBASSY OFFICER STATIONED IN PEKING, INDIAN PROSPECTS FOR SELLING IRON ORE TO PRC APPEAR BRIGHT. POSSIBLE SALES WERE DISCUSSED AT THE SPRING 1978 CANTON FAIR AND A TEST SHIPMENT (DESCRIBED AS "A FORMALITY") IS PLANNED FOR LATE SEPTEMBER 1978. CHINESE APPRECIATE THAT INDIAN ORE CONTAINS LOW-LEVEL OF IMPURITIES AND THEY HAVE REQUESTED ORE WITH 65 TO 67 PERCENT IRON CONTENT. ACCORDING TO INDIAN EMBOFF, CHINESE HAVE NOT INDICATED WHERE THE ORE WILL BE USED OR WHICH PORT WOULD HANDLE THE SHIPMENTS.

2. TWENTY INDIAN BUSINESSMEN ATTENDED THE SPRING 1978 CANTON FAIR. IN ADDITION TO IRON ORE, THEY DISCUSSED THE POSSIBILITY OF SELLING 1/2 INCH TO 5 INCH STEEL PIPE TO CHINA AND BUYING NONFERROUS METALS.

3. AT PRESENT, TRADE LEVELS ARE NOT SUBSTANTIAL. SINO-INDIAN TRADE IN 1977 CONSISTED OF INDIAN EXPORTS OF SHELLAC AND
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PAGE 02 PEKING 02319 311010Z

PIG IRON VALUED AT RS22.23 MILLION (APPROXIMATELY US\$2.58 MILLION AT RS:8.6:US\$1) AND IMPORTS FROM CHINA OF SMALL QUANTITIES OF ZINC, ANTIMONY, MERCURY, AND NEWSPRINT VALUED AT RS9.07 MILLION (US\$1.05 MILLION).

4. AN INDIAN MACHINE TOOL DELEGATION IS SCHEDULED TO ARRIVE IN PRC AT THE END OF JULY; THIS DELEGATION IS INTERESTED

PRIMARILY IN SELLING. ON AUGUST 7, A DELEGATION OF SENIOR BUSINESSMEN REPRESENTING THE FEDERATION OF INDIAN CHAMBERS OF COMMERCE AND INDUSTRY WILL ARRIVE IN CHINA TO EXPLORE FUTURE TRADE POSSIBILITIES. (COMMENT: INVITATIONS FOR THESE DELEGATIONS WERE APPARENTLY EXTENDED BY CHINESE TRADE DELEGATION HEADED BY MACHIMPEX GENERAL MANAGER LIU CHING, WHICH VISITED INDIA LAST FEBRUARY - SEE REFAIR.) WOODCOCK

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